

Estimate change	↔
TP change	↔
Rating change	↔

**CMP: INR757**      **TP: INR835 (+10%)**      **Neutral**

## Higher realization continues to drive growth

### Earnings in line with expectations

- UPLL reported healthy revenue growth of 21% YoY, driven primarily by an increase in price realization (up 13% YoY). Volumes inched up 1% YoY. All other key geographies registered a strong double-digit sales growth, except for Europe (up 3% YoY).
- Gross debt/Net debt increased by INR53.7b/INR37.6b YoY in 3QFY23 to INR328b/INR275b.
- We largely maintain our FY23E/FY24E/FY25E earnings and **reiterate our Neutral rating on the stock with a TP of INR835 (premised on 9x Dec'24E P/E)**.

### Key geographies drive growth

- UPLL reported revenue of INR136.8b (above our estimate of INR133.3b) in 3QFY23, up 21% YoY (volume: up 1%, price: up 13%, exchange: up 7%). EBITDA stood at INR30.3b (below our estimate of INR31.9b), up 14% YoY, aided by an improved product mix and portfolio rationalization. EBITDA margin contracted by 140bp YoY to 22.2% in 3QFY23. Adj. PAT stood at INR13.4b (below our estimate of INR14.3b), up 11% YoY. The effective tax rate stood at 9.2% in 3QFY23.
- Revenue in **North America** grew 30% YoY, driven by high commodity prices. In **LATAM**, revenue was up 28% YoY, aided by strong growth in insecticide/fungicide/herbicide in Brazil/Mexico/Argentina.
- India** revenue grew 19% YoY, led by strong price realization and healthy traction in the seeds business. However, unfavorable weather conditions and high channel inventory impacted the demand.
- Sales in **Europe** grew just by 3% YoY, affected by EUR devaluation, the ongoing conflict and product bans. Revenue from the **RoW** increased 12% YoY, driven by strong growth in SE Asia and AUS/NZ.
- Net working capital increased to 121 days in 3QFY23 from 108 days in 3QFY22, due to an increase in receivables and inventory build-up.
- For 9MFY23, revenue/EBITDA/Adj. PAT grew 22%/24%/16% YoY, with cash flow generation of ~INR50.7b.

### Highlights from the management commentary

- Guidance:** Management maintains its guidance for revenue/EBITDA growth at 12-15%/15-18% in FY23. It expects healthy volume growth in 4QFY23, led by support in pricing and a strong demand outlook in India and America.
- Management aims to reduce gross debt to ~USD2b by Mar'23. It is confident of significantly reducing the debt in 4QFY23 on back of working capital release, higher EBITDA in 4QFY23 and cash inflow from corporate realignment.
- Management expects a ~25% CAGR in the specialty chemical segment over the next three to five years.

Bloomberg	UPLL IN
Equity Shares (m)	765
M.Cap.(INRb)/(USD\$b)	568.4 / 6.9
52-Week Range (INR)	848 / 608
1, 6, 12 Rel. Per (%)	8/-1/-4
12M Avg Val (INR M)	1871

### Financials & Valuations (INR b)

Y/E Mar	2023E	2024E	2025E
Sales	556.5	615.4	656.1
EBITDA	126.2	138.5	147.6
PAT	59.2	64.6	72.8
EBITDA (%)	22.7	22.5	22.5
EPS (INR)	77.4	84.4	95.2
EPS Gr. (%)	22.0	9.0	12.8
BV/Sh. (INR)	515	663	786

### Ratios

Net D/E	0.7	0.4	0.2
RoE (%)	24.8	21.7	19.9
RoCE (%)	17.8	18.0	18.3
Payout (%)	17.4	16.6	14.7

### Valuations

P/E (x)	9.8	9.0	8.0
EV/EBITDA (x)	6.2	5.3	4.5
Div Yield (%)	1.6	1.8	1.8
FCF Yield (%)	10.6	10.7	15.3

### Shareholding pattern (%)

	Dec-22	Sep-22	Dec-21
Promoter	30.7	29.0	28.2
DII	16.2	17.2	18.7
FII	42.7	42.8	34.3
Others	10.4	11.1	18.8

Note: FII includes depository receipts

**Valuation and view**

- Cash flow generation and debt repayments remain the key monitorables amid a high inflationary environment in FY23.
- We expect a revenue/EBITDA/Adj. PAT CAGR of 12%/13%/14% over FY22-25, backed by higher volumes and an improved product mix.
- We largely maintain our FY23E/FY24E/FY25E earnings. **We reiterate our Neutral rating on the stock with a TP of INR835 (premised on 9x Dec'FY24E P/E; in line with a three-year average, one-year forward P/E).**

**Cons.: Quarterly Earning Model**

(INR b)

Y/E March	FY22				FY23				FY22	FY23E	FY23E	Var %
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE				
<b>Net Sales</b>	<b>85.2</b>	<b>105.7</b>	<b>113.0</b>	<b>158.6</b>	<b>108.2</b>	<b>125.1</b>	<b>136.8</b>	<b>186.5</b>	<b>462.4</b>	<b>556.5</b>	<b>133.3</b>	<b>3%</b>
YoY Change (%)	8.7	18.2	23.8	24.0	27.1	18.4	21.1	17.6	19.5	20.4	18.0	
Total Expenditure	66.5	85.2	86.3	122.7	84.8	97.4	106.5	141.7	360.8	430.3	101.4	
<b>EBITDA</b>	<b>18.6</b>	<b>20.5</b>	<b>26.7</b>	<b>35.9</b>	<b>23.4</b>	<b>27.7</b>	<b>30.3</b>	<b>44.8</b>	<b>101.7</b>	<b>126.2</b>	<b>31.9</b>	<b>-5%</b>
Margins (%)	21.9	19.4	23.6	22.6	21.7	22.1	22.2	24.0	22.0	22.7	23.9	
Depreciation	5.5	5.7	6.0	6.4	5.9	6.1	6.2	6.7	23.6	24.9	6.3	
Interest	6.1	3.6	5.3	8.0	5.2	6.4	8.9	5.5	23.0	26.1	6.0	
Other Income	0.5	0.5	0.7	1.2	0.7	0.8	1.2	0.7	2.8	3.4	0.7	
Exch. difference on trade rec./payable	0.9	1.1	2.2	2.1	2.0	3.2	1.5	0.0	6.4	6.7	0.0	
<b>PBT before EO expense</b>	<b>6.6</b>	<b>10.5</b>	<b>13.9</b>	<b>20.5</b>	<b>11.1</b>	<b>12.7</b>	<b>14.8</b>	<b>33.3</b>	<b>51.6</b>	<b>72.0</b>	<b>20.3</b>	
Extra-Ord expense	0.6	0.4	0.5	1.7	0.8	0.4	0.2	0.0	3.2	1.4	0.0	
<b>PBT</b>	<b>6.0</b>	<b>10.1</b>	<b>13.3</b>	<b>18.9</b>	<b>10.3</b>	<b>12.3</b>	<b>14.6</b>	<b>33.3</b>	<b>48.3</b>	<b>70.6</b>	<b>20.3</b>	
Tax	-1.5	2.5	1.7	2.7	0.6	2.3	1.4	5.5	5.3	9.7	3.3	
Rate (%)	-25.3	24.6	12.5	14.1	5.7	18.8	9.2	16.5	10.9	13.8	16.5	
MI & P/L of Asso. Cos.	0.8	1.3	2.3	2.4	1.0	1.8	2.4	2.9	6.8	8.1	2.6	
<b>Reported PAT</b>	<b>6.8</b>	<b>6.3</b>	<b>9.4</b>	<b>13.8</b>	<b>8.8</b>	<b>8.1</b>	<b>10.9</b>	<b>24.9</b>	<b>36.3</b>	<b>52.7</b>	<b>14.3</b>	
<b>Adj PAT</b>	<b>10.2</b>	<b>7.5</b>	<b>12.0</b>	<b>18.9</b>	<b>10.4</b>	<b>10.5</b>	<b>13.4</b>	<b>24.9</b>	<b>48.5</b>	<b>59.2</b>	<b>14.3</b>	<b>-6%</b>
YoY Change (%)	50.4	12.0	28.1	58.7	2.9	40.3	11.1	32.0	39.9	22.0	18.5	
Margins (%)	11.9	7.1	10.7	11.9	9.7	8.4	9.8	13.4	10.5	10.6	10.7	

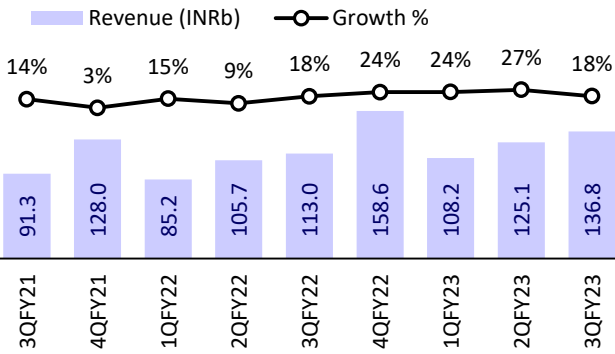
Note: Adjusted PAT = Reported PAT + forex adjustment + exceptional item

**Key Performance Indicators**

Y/E March	FY22				FY23				FY22	FY23
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		
<b>Consolidated</b>										
<b>Sales Growth Split</b>										
Volume (%)	6.0	15.0	11.0	3.0	6.0	-7.0	1.0	10.0	8.0	8.0
Price (%)	2.0	3.0	13.0	19.0	18.0	21.0	13.0	1.0	10.0	12.4
Exchange Impact (%)	1.0	0.0	0.0	2.0	3.0	4.0	7.0	7.0	1.0	0.0
<b>Cost Break-up</b>										
RM Cost (% of sales)	43.5	49.4	45.6	50.4	43.1	46.2	47.2	49.5	47.7	46.9
Staff Cost (% of sales)	12.1	10.2	10.3	8.5	11.5	9.9	9.7	7.6	10.0	9.4
Other Cost (% of sales)	22.5	21.0	20.5	18.5	23.8	21.8	21.0	18.9	20.3	21.0
Gross Margins (%)	56.5	50.6	54.4	49.6	56.9	53.8	52.8	50.5	52.3	53.1
EBITDA Margins (%)	21.9	19.4	23.6	22.6	21.7	22.1	22.2	24.0	22.0	22.7
EBIT Margins (%)	15.4	14.0	18.3	18.6	16.2	17.3	17.6	20.4	16.9	18.2

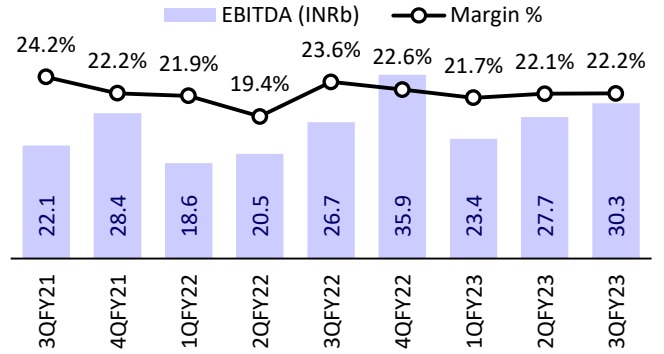
Key exhibits

Exhibit 1: Quarterly revenue trend



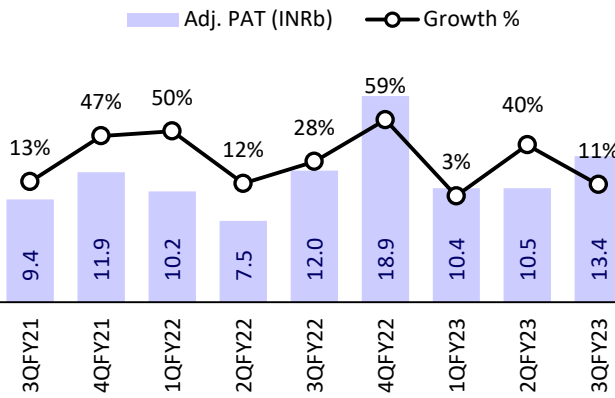
Source: Company, MOFSL

Exhibit 2: Quarterly EBITDA trend



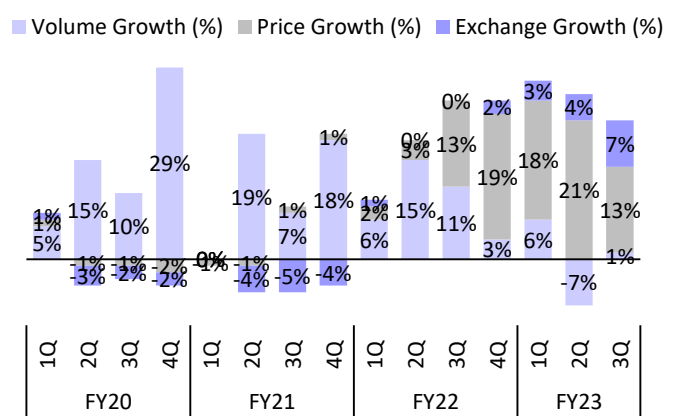
Source: Company, MOFSL

Exhibit 3: Quarterly adjusted PAT trend



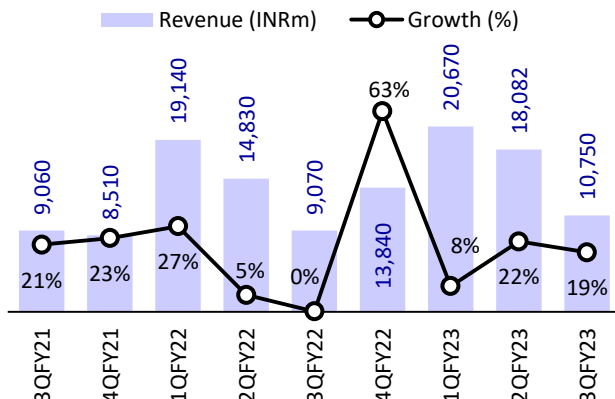
Source: Company, MOFSL

Exhibit 4: Quarterly and annual growth breakup



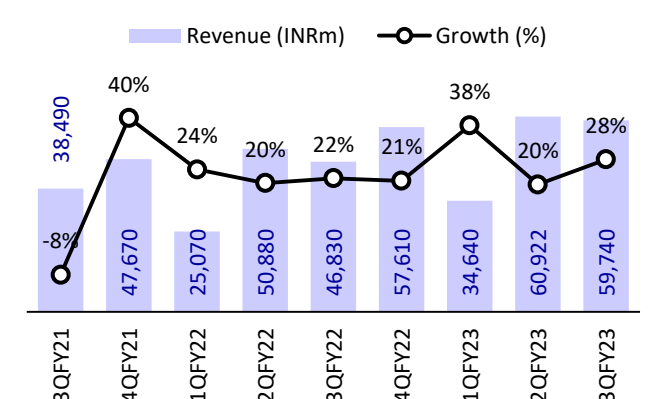
Source: Company, MOFSL

Exhibit 5: Quarterly revenue trend – India



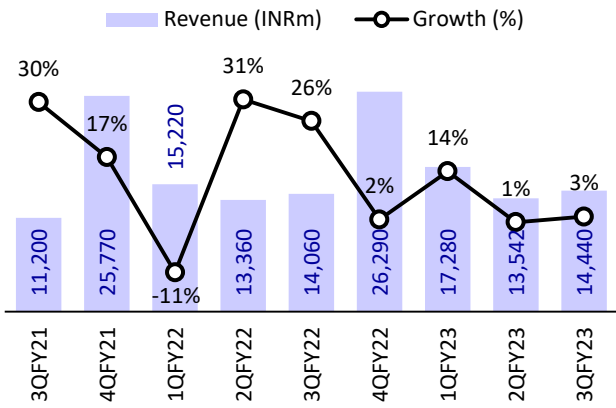
Source: Company, MOFSL

Exhibit 6: Quarterly revenue trend – LATAM



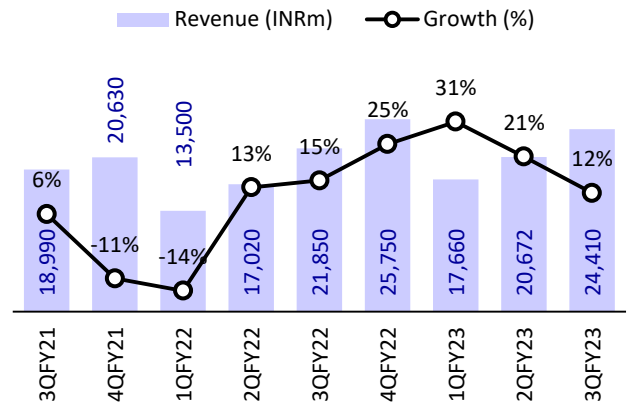
Source: Company, MOFSL

**Exhibit 7: Quarterly revenue trend – Europe**



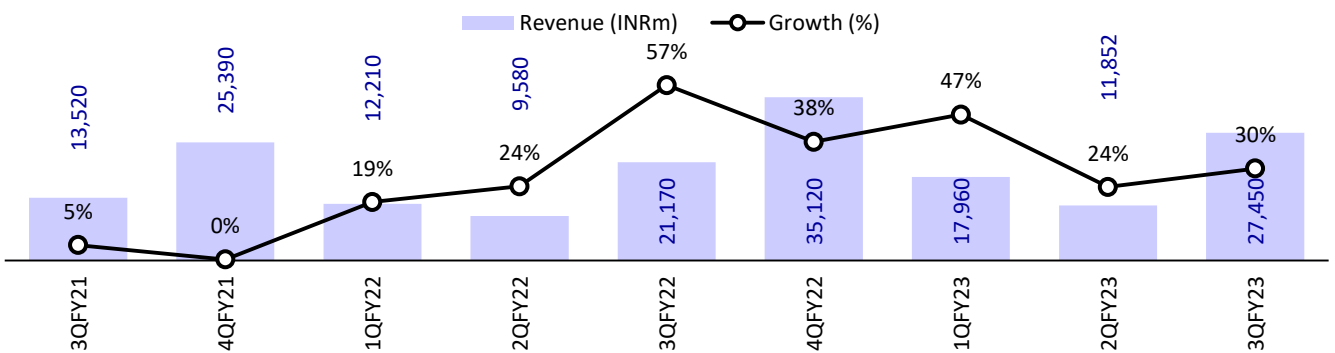
Source: Company, MOFSL

**Exhibit 8: Quarterly revenue trend – RoW**



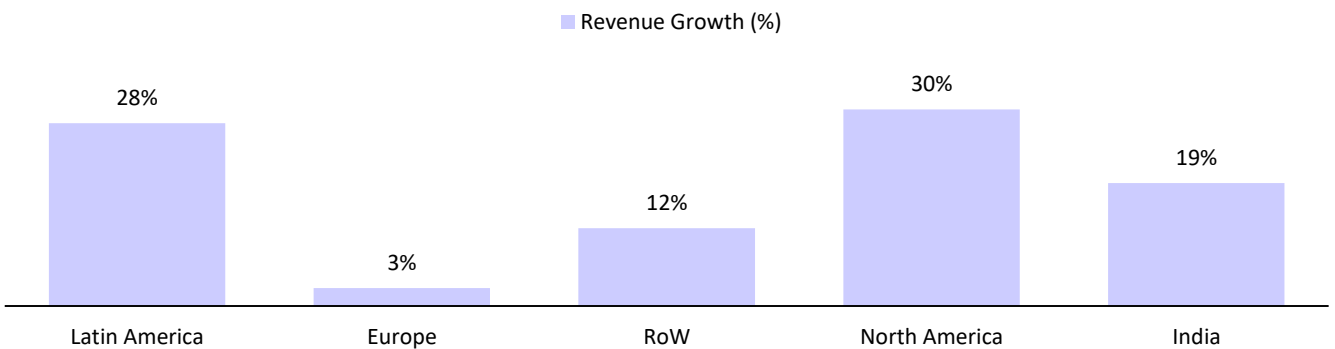
Source: Company, MOFSL

**Exhibit 9: Quarterly revenue trend – North America**



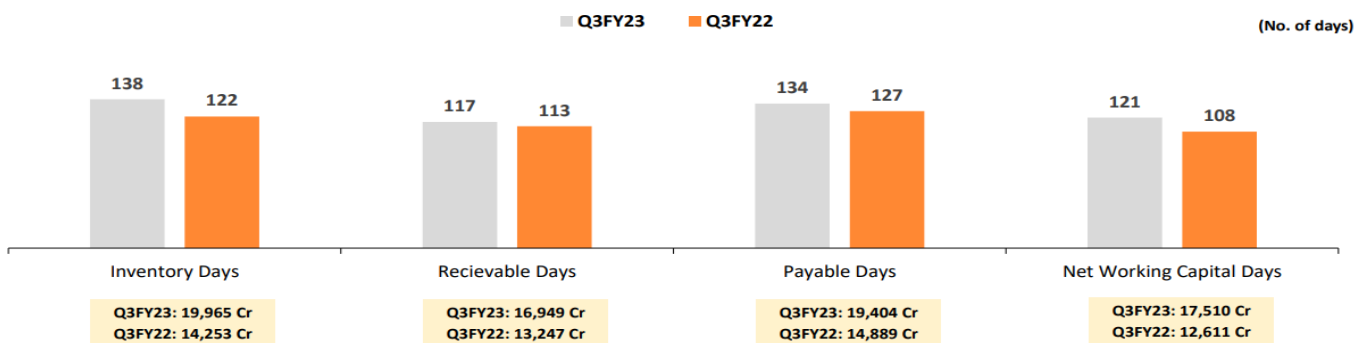
Source: Company, MOFSL

**Exhibit 10: Revenue growth by region in 3QFY23**

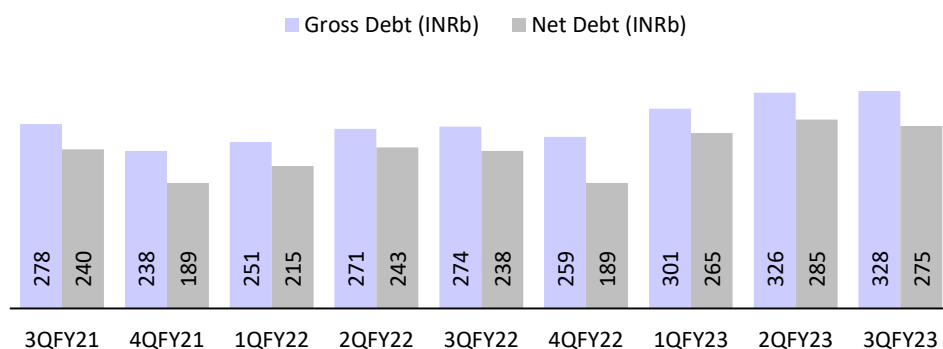


Source: Company, MOFSL

**Exhibit 11: Working capital analysis (no. of days)**



Source: Company, MOFSL

**Exhibit 12: Gross and net debt trends (excluding perpetual bond of INR29.86b)**

Source: Company, MOFSL



## Highlights from the conference call

### LATAM

- Revenue grew by 28% YoY during the quarter, driven by strong growth in the insecticide segment, especially in Brazil. The region also witnessed an increase in fungicides sales, primarily led by its new product – ‘Evolution’.
- The differentiated portfolio grew by ~23% YoY.

### Europe

- Revenue grew just by 3% YoY, affected by EUR devaluation, the ongoing conflict and product bans in the region. However, in EUR terms, revenue grew by ~10%, despite significant macro headwinds.
- The region witnessed strong growth in differentiated products (+41%), driven by insecticides and fungicides portfolios.

### India

- Revenue grew by 19% YoY during the quarter, led by strong traction in the seeds business.
- Unfavorable weather and high inventory in the channel hit the demand in the industry. However, the lower demand was compensated by strong price realizations.

### North America (NAM)

- Revenue grew 30% YoY during the quarter on back of growth in the herbicide segment and high commodity prices. The region also witnessed strong growth in the seed and soil health segment.
- Persistent dry weather in western US continues to adversely impact specialty crops and the rice market.

### RoW

- Revenue grew 12% YoY on back of strong growth in the insecticide segment in SE Asia and in the herbicides segment in ANZ.
- The Japan region witnessed flat growth despite a devaluation of JPY against INR.

### Guidance

- Management maintains its growth guidance for revenue/EBITDA at 12-15%/15-18% for FY23.

- Management expects healthy volume growth in 4QFY23, led by support in pricing and a strong demand outlook in India and America.
- However, the industry has witnessed high inventory in the channel for the last few months, and management expects this to go back to the normal levels in the next two quarters.
- Earlier, UPLL had guided for capex of ~INR33b in FY23. Management expects the actual capex for the year to be slightly lower.

### Working Capital and Debt

- Management maintains its net debt reduction target of USD500m for FY23 and aims to reduce gross debt to ~USD2b by Mar'23. Accordingly, it expects Net debt/EBITDA to be ~1.4x by the end of FY23.
- Management is confident of reducing debt to ~USD2b by Mar'23 through working capital release, higher EBITDA in 4QFY23 and cash inflow from corporate realignment.
- The finance cost has increased significantly due to a significant rise in global benchmark interest rates. The average interest cost in USD terms is ~7.5%. Accordingly, the significant reduction in debt will lead to a decline in the interest cost.
- Receivables are expected to remain around USD1.6b by the end of FY23.

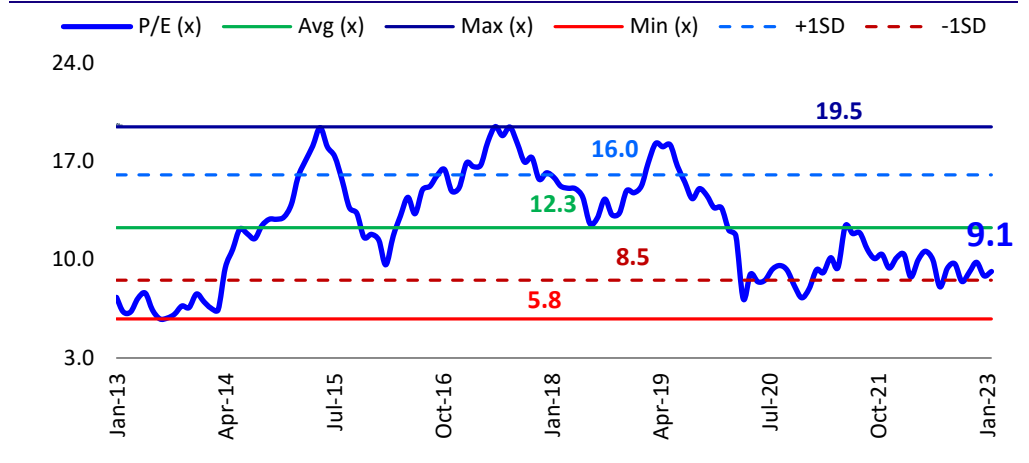
### Other highlights

- During 9MFY23, UPLL's specialty chemical business grew by ~22% to over INR12.5b. Management expects a ~25% CAGR in this segment over the next three to five years.
- In order to grow the specialty business segment, UPLL is entering into a new chemistry platform. It is also expanding the capacity for existing molecules and operationalizing the recently acquired manufacturing plant.
- Revenue/EBITDA of Advanta grew 31%/54% YoY to INR9.12b/INR2.75b. Revenue growth was supported by higher volumes in Sorghum, Sunflower and Field corn, along with improved realizations. EBITDA margin expanded by 460bp YoY to 30.1% in 3QFY23 on the back of a favorable product mix and an increase in volumes.
- UPLL has made significant investments in the customer relations department in 3QFY23.

### Valuation and view

- Cash flow generation and debt repayments remain the key monitorables amid a high inflationary environment in FY23E.
- We expect a revenue/EBITDA/Adj. PAT CAGR of 12%/13%/14% over FY22-25, backed by higher volumes and an improved product mix.
- We largely maintain our FY23E/FY24E/FY25E earnings. **We reiterate our Neutral rating on the stock with a TP of INR835 (premised on 9x Dec'FY24E P/E; in line with a three-year average, one-year forward P/E).**

**Exhibit 13: One year forward P/E**



Source: MOFSL

**Exhibit 14: Change in our estimates**

Particulars (INR b)	Old			New			Change		
	FY23E	FY24E	FY25E	FY23E	FY24E	FY25E	FY23E	FY23E	FY25E
Revenue	549	607	647	557	615	656	1%	1%	1%
EBITDA	127	138	147	126	138	148	0%	1%	0%
Adj. PAT	59	63	71	59	65	73	0%	2%	3%

Source: MOFSL

## Financials and valuations

Consolidated - Income Statement							(INR m)		
Y/E March	FY17	FY18	FY19	FY20	FY21	FY22	FY23E	FY24E	FY25E
<b>Total Income from Operations</b>	<b>163</b>	<b>174</b>	<b>218</b>	<b>358</b>	<b>387</b>	<b>462</b>	<b>557</b>	<b>615</b>	<b>656</b>
Change (%)	16.1	6.5	25.7	63.7	8.2	19.5	20.4	10.6	6.6
<b>EBITDA</b>	<b>32</b>	<b>35</b>	<b>46</b>	<b>74</b>	<b>86</b>	<b>102</b>	<b>126</b>	<b>138</b>	<b>148</b>
Margin (%)	19.8	20.2	20.8	20.8	22.3	22.0	22.7	22.5	22.5
Depreciation	7	7	9	20	22	24	25	29	31
<b>EBIT</b>	<b>26</b>	<b>28</b>	<b>37</b>	<b>54</b>	<b>65</b>	<b>78</b>	<b>101</b>	<b>110</b>	<b>117</b>
Int. and Finance Charges	7	8	10	15	21	23	26	23	16
Other Income	4	4	2	1	3	3	3	2	2
Exchange diff on trade rec. & payables	2	0	3	3	2	6	7	0	0
<b>PBT bef. EO Exp.</b>	<b>20</b>	<b>25</b>	<b>27</b>	<b>37</b>	<b>45</b>	<b>52</b>	<b>72</b>	<b>89</b>	<b>102</b>
EO Items	1	1	9	10	3	3	1	0	0
<b>PBT after EO Exp.</b>	<b>19</b>	<b>24</b>	<b>18</b>	<b>28</b>	<b>41</b>	<b>48</b>	<b>71</b>	<b>89</b>	<b>102</b>
Total Tax	2	3	2	6	7	5	10	15	18
Tax Rate (%)	9.7	11.5	11.3	21.2	16.6	10.9	13.8	17.0	18.0
Prior Period Items - Income / (Expenses) - Net	0	0	0	0	0	0	0	0	0
Share of (profit)/loss of ass. & JV	0	1	0	0	0	-1	-2	-2	-2
Minority Interest	0	0	1	4	6	8	10	11	13
<b>Reported PAT</b>	<b>17</b>	<b>20</b>	<b>15</b>	<b>18</b>	<b>29</b>	<b>36</b>	<b>53</b>	<b>65</b>	<b>73</b>
<b>Adjusted PAT</b>	<b>21</b>	<b>22</b>	<b>25</b>	<b>27</b>	<b>35</b>	<b>49</b>	<b>59</b>	<b>65</b>	<b>73</b>
Change (%)	57.7	6.2	11.2	8.4	29.9	39.9	22.0	9.0	12.8
Margin (%)	12.8	12.8	11.3	7.5	9.0	10.5	10.6	10.5	11.1

Consolidated - Balance Sheet							(INR m)		
Y/E March	FY17	FY18	FY19	FY20	FY21	FY22	FY23E	FY24E	FY25E
Equity Share Capital	1	1	1	2	2	2	2	2	2
Total Reserves	72	91	146	161	177	215	259	333	395
<b>Net Worth</b>	<b>74</b>	<b>92</b>	<b>147</b>	<b>163</b>	<b>179</b>	<b>217</b>	<b>260</b>	<b>335</b>	<b>397</b>
Minority Interest	0	0	35	33	37	46	56	67	80
Total Loans	64	66	291	288	238	259	217	162	107
Perpetual bonds	0	0	0	30	30	30	30	30	30
<b>Total Loans (Including Perpetual bond)</b>	<b>64</b>	<b>66</b>	<b>291</b>	<b>318</b>	<b>268</b>	<b>289</b>	<b>247</b>	<b>192</b>	<b>137</b>
Deferred Tax Liabilities	-5	-4	22	28	27	25	25	25	25
<b>Capital Employed</b>	<b>133</b>	<b>154</b>	<b>495</b>	<b>542</b>	<b>510</b>	<b>576</b>	<b>588</b>	<b>618</b>	<b>638</b>
Gross Block	96	106	230	260	281	311	343	370	395
Less: Accum. Deprn.	60	66	75	95	117	141	165	194	225
<b>Net Fixed Assets</b>	<b>37</b>	<b>40</b>	<b>155</b>	<b>164</b>	<b>164</b>	<b>170</b>	<b>178</b>	<b>176</b>	<b>170</b>
Goodwill on Consolidation	4	4	166	182	177	184	184	184	184
Capital WIP	8	13	19	21	21	25	18	16	16
<b>Total Investments</b>	<b>4</b>	<b>10</b>	<b>7</b>	<b>6</b>	<b>6</b>	<b>19</b>	<b>19</b>	<b>19</b>	<b>19</b>
<b>Curr. Assets, Loans&amp;Adv.</b>	<b>145</b>	<b>157</b>	<b>285</b>	<b>328</b>	<b>337</b>	<b>429</b>	<b>476</b>	<b>522</b>	<b>568</b>
Inventory	42	45	91	79	94	131	150	170	181
Account Receivables	57	61	117	119	126	153	181	204	225
Cash and Bank Balance	29	29	29	68	49	61	46	40	46
Loans and Advances	18	22	48	63	68	83	99	109	116
<b>Curr. Liability &amp; Prov.</b>	<b>64</b>	<b>71</b>	<b>137</b>	<b>159</b>	<b>194</b>	<b>250</b>	<b>287</b>	<b>299</b>	<b>319</b>
Account Payables	49	57	94	102	125	166	193	202	216
Other Current Liabilities	14	13	34	55	60	77	83	86	92
Provisions	1	1	9	1	9	8	10	10	11
<b>Net Current Assets</b>	<b>80</b>	<b>86</b>	<b>148</b>	<b>169</b>	<b>142</b>	<b>178</b>	<b>189</b>	<b>224</b>	<b>249</b>
<b>Appl. of Funds</b>	<b>133</b>	<b>154</b>	<b>495</b>	<b>542</b>	<b>510</b>	<b>576</b>	<b>588</b>	<b>618</b>	<b>638</b>



## Financials and valuations

<b>Ratios</b>									
<b>Y/E March</b>	<b>FY17</b>	<b>FY18</b>	<b>FY19</b>	<b>FY20</b>	<b>FY21</b>	<b>FY22</b>	<b>FY23E</b>	<b>FY24E</b>	<b>FY25E</b>
<b>Basic (INR)</b>									
<b>EPS</b>	<b>27.3</b>	<b>29.0</b>	<b>32.2</b>	<b>34.9</b>	<b>45.4</b>	<b>63.5</b>	<b>77.4</b>	<b>84.4</b>	<b>95.2</b>
Cash EPS	36.1	37.8	43.7	61.2	73.8	142.8	166.5	184.4	205.6
BV/Share	96.7	119.9	192.4	213.0	234.0	429.2	515.4	662.9	785.9
DPS	7.0	5.3	5.3	6.0	10.0	10.0	12.0	14.0	14.0
Payout (%)	31.0	20.0	27.1	25.8	26.6	21.1	17.4	16.6	14.7
<b>Valuation (x)</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>
P/E	27.7	26.1	23.5	21.7	16.7	11.9	9.8	9.0	8.0
Cash P/E	21.0	20.0	17.3	12.4	10.3	5.3	4.5	4.1	3.7
P/BV	7.8	6.3	3.9	3.6	3.2	1.8	1.5	1.1	1.0
EV/Sales	3.8	3.5	3.9	2.3	2.1	1.7	1.4	1.2	1.0
EV/EBITDA	19.0	17.5	18.5	11.1	9.2	7.9	6.2	5.3	4.5
Dividend Yield (%)	0.9	0.7	0.7	0.8	1.3	1.3	1.6	1.8	1.8
FCF per share	24.1	19.2	-350.0	88.9	67.3	31.7	80.5	80.7	115.5
<b>Return Ratios (%)</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>
RoE	31.4	26.8	20.6	17.2	20.3	24.5	24.8	21.7	19.9
RoCE	21.7	19.5	11.6	9.5	12.1	15.1	17.8	18.0	18.3
RoIC	25.7	26.1	12.0	9.6	12.2	15.4	17.9	17.4	17.4
<b>Working Capital Ratios</b>			<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>
Fixed Asset Turnover (x)	1.7	1.6	0.9	1.4	1.4	1.5	1.6	1.7	1.7
Inventory (Days)	194	204	319	156	180	216	210	210	210
Debtor (Days)	127	127	195	121	119	121	119	121	125
Creditor (Days)	228	255	329	203	239	274	270	250	250
<b>Leverage Ratio (x)</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>
Net Debt (incl perpetual bonds)/Equity	0.5	0.4	1.8	1.5	1.2	1.0	0.7	0.4	0.2

### Consolidated - Cash Flow Statement

(INR m)

<b>Y/E March</b>	<b>FY17</b>	<b>FY18</b>	<b>FY19</b>	<b>FY20</b>	<b>FY21</b>	<b>FY22</b>	<b>FY23E</b>	<b>FY24E</b>	<b>FY25E</b>
OP/(Loss) before Tax	20	25	27	28	42	50	72	89	102
Depreciation	7	7	9	20	22	24	25	29	31
Interest & Finance Charges	6	8	10	15	21	23	26	23	16
Direct Taxes Paid	-4	-3	-2	-8	-7	-10	-10	-15	-18
(Inc)/Dec in WC	-1	-5	-10	31	-2	-18	-27	-40	-19
<b>CF from Operations</b>	<b>28</b>	<b>31</b>	<b>32</b>	<b>85</b>	<b>75</b>	<b>68</b>	<b>86</b>	<b>85</b>	<b>111</b>
Others	-1	-1	-9	3	-3	-4	0	2	2
<b>CF from Operating incl EO</b>	<b>27</b>	<b>30</b>	<b>24</b>	<b>87</b>	<b>72</b>	<b>65</b>	<b>87</b>	<b>87</b>	<b>113</b>
(Inc)/Dec in FA	-8	-16	-291	-19	-21	-41	-25	-25	-25
<b>Free Cash Flow</b>	<b>18</b>	<b>15</b>	<b>-268</b>	<b>68</b>	<b>51</b>	<b>24</b>	<b>62</b>	<b>62</b>	<b>88</b>
(Pur)/Sale of Investments	0	-7	3	2	0	-13	0	0	0
Others	-2	3	-21	-9	0	16	0	21	0
<b>CF from Investments</b>	<b>-10</b>	<b>-19</b>	<b>-309</b>	<b>-26</b>	<b>-21</b>	<b>-38</b>	<b>-25</b>	<b>-4</b>	<b>-25</b>
Issue of Shares	0	-1	0	0	0	0	0	0	0
Inc/(Dec) in Debt	11	3	225	-29	-42	13	-42	-55	-55
Interest Paid	-8	-8	-10	-16	-17	-19	-26	-23	-16
Dividend Paid	-2	-4	-4	-5	-5	-8	-9	-11	-11
Others	0	-1	74	28	-4	-5	0	0	0
<b>CF from Fin. Activity</b>	<b>1</b>	<b>-11</b>	<b>285</b>	<b>-22</b>	<b>-67</b>	<b>-19</b>	<b>-77</b>	<b>-88</b>	<b>-82</b>
<b>Inc/Dec of Cash</b>	<b>17</b>	<b>0</b>	<b>0</b>	<b>39</b>	<b>-19</b>	<b>10</b>	<b>-16</b>	<b>-6</b>	<b>7</b>
Opening Balance	12	29	29	29	68	51	61	46	40
<b>Closing Balance</b>	<b>29</b>	<b>29</b>	<b>29</b>	<b>68</b>	<b>49</b>	<b>61</b>	<b>46</b>	<b>40</b>	<b>46</b>

NOTES

Explanation of Investment Rating	
Investment Rating	Expected return (over 12-month)
BUY	>=15%
SELL	< - 10%
NEUTRAL	< - 10 % to 15%
UNDER REVIEW	Rating may undergo a change
NOT RATED	We have forward looking estimates for the stock but we refrain from assigning recommendation

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